



Commercial Insurance Career Track Program

January and July Start Dates Available Nationwide

Join an innovative leader in insurance brokerage and consulting.

Launch Your Career with USI

Are you – or do you know – a recent college grad eager to gain new skills and experience in insurance brokerage and consulting? USI Insurance Services' Commercial Insurance Career Track Program offers new associates an immersive, 18-month, hands-on learning experience to develop the skills necessary to effectively deliver exceptional customer experiences and succeed in an increasingly competitive market.

Career Track associates receive intensive training and career development support from structured curriculums, supported and delivered by a dedicated team of insurance educators and subject matter experts. As a new USI associate, you will gain practical experience helping local employers with their insurance needs with mentorship support from regional and national industry experts. As you gain confidence and understanding of the industry and USI's approach, you will receive new assignments with increasing levels of responsibility.

What You'll Learn

- The USI process, developed from over 500,000 client experiences and industry best practices.
- Foundational insurance coverages, program design, and risk management strategies in preparation for obtaining your brokers' license.
- The role of an insurance broker and current industry challenges.
- Effective negotiation and client-advocacy skills, and the ability to provide proactive, consultative service.
- Networking and relationship-building skills, as well as soft-skills development.

Program Overview

The Commercial Insurance Career Track Program provides over 1,300 hours of formalized training sessions and practical hands-on work experience.

	Training	On-the-job Experience
Months 1-3 100% Training with national training team.	Training content includes coverage concepts, systems training and licensing preparation.	Work with sales executives, account management teams and insurance carriers servicing middle market and large clients with their property and casualty insurance needs. <ul style="list-style-type: none">Provide assistance to 2-4 commercial lines account managers. Assist in preparing applications, schedules, summaries of insurance and invoicing clients.Work closely with insurance carriers on information requests, such as loss runs and policy changes.Process client policies, endorsements, audits, cancellations and reinstatements.
Months 4-7 50% training, 50% on-the-job experience as a commercial lines account representative.	Training content includes insurance concepts, including foundation of renewals, specialty lines of coverage and contracts.	
Months 8-18 20% training, 80% on-the-job experience.	Training content includes specialty lines, directors and officers, employment practices liability, cyber, professional liability and fiduciary lines of coverage.	

Candidate Qualifications

- Commitment to continuous learning and development.
- Strong organizational and time management skills.
- High attention to detail and accuracy.
- Excellent verbal, written and interpersonal communication skills.
- Ability to work independently as well as in a team environment.
- Ability to take on a high level of responsibility, initiative and accountability.
- Proficiency in Microsoft Excel, Word and PowerPoint.
- Bachelor’s degree achieved in the last two years.

Express Your Interest
Tell us more about yourself.

Get Started 



This material is for informational purposes and is not intended to be exhaustive nor should any discussions or opinions be construed as legal advice. Contact your broker for insurance advice, tax professional for tax advice, or legal counsel for legal advice regarding your particular situation. USI does not accept any responsibility for the content of the information provided or for consequences of any actions taken on the basis of the information provided. © 2025 USI Insurance Services. All rights reserved.